

PRODUCERS' QUESTIONNAIRE

LIVE SWINE FROM CANADA

Return completed questionnaire to:

UNITED STATES INTERNATIONAL TRADE COMMISSION

Office of Investigations, Room 615
500 E Street, SW, Washington, DC 20436

So as to be received by the Commission by no later than March 22, 2004

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its countervailing duty and antidumping investigations concerning live swine from Canada (invs. Nos. 701-TA-438 (Preliminary) and 731-TA-1076 (Preliminary)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

Name of firm _____

Address _____

City _____ State _____ Zip code _____

World Wide Web address _____

Has your firm produced live swine (as defined in the instruction booklet) at any time since January 1, 2001?

☐

NO

(Sign the certification below and promptly return only this page of the questionnaire to the Commission)

☐

YES

(Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

CERTIFICATION

I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.

By signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout these investigations in any other import-injury investigations conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)

I acknowledge that information submitted in this questionnaire response and throughout these investigations may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of these investigations or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.

Name and Title of Authorized Official

Date

Signature of Authorized Official

() _____
Phone

() _____
Fax

PART I.--GENERAL QUESTIONS

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 15 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

- I-1a. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

_____ hours _____ dollars

- I-1b. We are interested in any comments you may have for improving this questionnaire in general or the clarity of specific questions. Please attach such comments to your response or send them to the above address.

- I-2. Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

- I-3. Do you support or oppose the petition? Please explain.

☐ Support ☐ Oppose ☐ Take no position

As indicated at the top of the page, your response to this question will be treated as business proprietary. However, if the Commission's final determinations in the investigations are affirmative and antidumping and/or countervailing duty orders are issued, the Commission, pursuant to section 754 of the Tariff Act of 1930, will provide a list of firms supporting the petition to the Customs Service for possible distribution of any antidumping and/or countervailing duties that may be collected. If you wish to waive business proprietary treatment of your response to this question in order to make your position with respect to the petition public and allow inclusion of your firm on that list, indicate "yes" below.

☐ Yes ☐ No (that is, I do not wish my position on the petition to be made public)

- I-4. Is your firm owned, in whole or in part, by any other firm?

☐ No ☐ Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____

PART II.--TRADE AND RELATED INFORMATION--Continued

- II-3. Does your firm produce other products on the same acreage and using the same equipment and machinery used in the production of live swine?

☐ No ☐ Yes--List the following information.

Basis for allocation of capacity data (e.g., sales): _____

Products produced on the same acreage and share of total production in 2003 (in percent):

<u>Product</u>	<u>Percent</u>	<u>Product</u>	<u>Percent</u>
Live swine	_____	_____	_____
_____	_____	_____	_____

- II-4. Please describe the constraint(s) that set the limit(s) on your production capabilities.

- II-5. Does your firm produce other products using the same production and related workers employed to produce live swine?

☐ No ☐ Yes--List the following information.

Basis for allocation of employment data (e.g., sales): _____

Products produced using the same workers and share of total production in 2003 (in percent):

<u>Product</u>	<u>Percent</u>	<u>Product</u>	<u>Percent</u>
Live swine	_____	_____	_____
_____	_____	_____	_____

PART II.--TRADE AND RELATED INFORMATION--Continued

- II-6. Since January 1, 2001, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of live swine?

☐ No ☐ Yes--Name firm: _____

- II-7. Does your firm produce live swine in a foreign trade zone (FTZ)?

☐ No ☐ Yes--Identify FTZ(s): _____

- II-8. Since January 1, 2001, has your firm imported live swine?

☐ No ☐ Yes--**COMPLETE AND RETURN THE ENCLOSED IMPORTERS' QUESTIONNAIRE**

- II-9. Please discuss the hog cycle, explaining its duration and any effects it has on the supply of swine in the market.

- II-10. Report your firm's production, shipments, and employment related to live swine in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

(Quantity in head of swine, value in \$1,000)			
Item	Calendar years		
	2001	2002	2003
PRODUCTION (<i>quantity</i>)			
U.S. SHIPMENTS TO SWINE FINISHERS (<i>quantity</i>)			
U.S. SHIPMENTS TO PACKERS (<i>quantity</i>)			
ALL OTHER U.S. SHIPMENTS (<i>quantity</i>)			
AVERAGE NUMBER OF PRWs			
HOURS WORKED BY PRWs (<i>1,000 hours</i>)			
WAGES PAID TO PRWs (<i>value</i>)			

- II-11. Please report your firm's 2003 production in each of the following types of live swine production operations:

Head of Swine

Purebred or seedstock _____

Feeder pig production
(about 15-50 pounds) _____

Feeder pig finishing _____

Farrow-to-finish _____

PART II.--TRADE AND RELATED INFORMATION--Continued

II-12. Other than direct imports, has your firm otherwise purchased live swine since January 1, 2001?
(See definitions in the instruction booklet.)

☐ No

☐ Yes--Report such purchases below for the specified periods.¹

(Quantity in head of swine, value in \$1,000)			
Item	Calendar years		
	2001	2002	2003
PURCHASES FROM U.S. IMPORTERS² OF LIVE SWINE FROM--			
CANADA:			
<i>Quantity</i>			
<i>Value</i>			
ALL OTHER COUNTRIES:			
<i>Quantity</i>			
<i>Value</i>			
PURCHASES FROM DOMESTIC PRODUCERS:²			
<i>Quantity</i>			
<i>Value</i>			
PURCHASES FROM OTHER SOURCES:²			
<i>Quantity</i>			
<i>Value</i>			
¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <hr/> <hr/> <hr/>			
² Please list the name of the firm(s) from which you purchased this product and the stage of production (e.g., early-weaned (less than 15 pounds), feeder (15-50 pounds), feeder-finishing (over 50 pounds). If your suppliers differ by source, please identify the source for each listed supplier. <hr/> <hr/> <hr/>			

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to John Fry (202-708-4157 or jfry@usitc.gov).

- III-1. Who should be contacted regarding the requested financial information?
List the names, titles, and phone numbers (including extensions) of the people who actually prepared and/or have actual knowledge of this response.

Company contact: _____

 Name and title
 _____ Ext. _____
 Phone No. _____ Fax No. _____ E-mail address _____

Your company's World Wide Website: _____

- III-2. Briefly describe your Financial Accounting system.

- A. When does your fiscal year end (month and day)? _____
 If your fiscal year changed during the periods examined, explain below:

- B. 1. Please check the term which best describes your organization: Proprietorship ____
 Partnership ____ Corporation ____ Other (specify) _____
 2. Does your firm prepare profit/loss statements for the subject merchandise: Yes ____ No ____
 3. How often did your firm (or parent company) prepare financial statements (including annual reports, 10K's)? Please check relevant items below.
 Audited ____ unaudited ____ annual reports ____ 10Ks ____ 10Qs ____
 Monthly ____ quarterly ____ semi-annually ____ annually ____
 Accounting basis: GAAP ____ cash ____ tax ____ other comprehensive
 (specify) _____

Note: The Commission may request your company to submit copies of your financial statements including internal profit/loss statements.

- III-3. Briefly describe your cost accounting system (e.g., standard cost, job order cost, etc.)

- III-4. Describe briefly your submission methodology, including allocation basis, if any, particularly for COGS, SG&A, and interest expense and other income and expenses.

- III-5. Other products.--Please list any other products you produced in the facilities in which you produced live swine, and provide the share of net sales accounted for by these other products in your most recent fiscal year:

<u>Product(s)</u>	<u>Share of sales</u>
_____	_____

PART III.--FINANCIAL INFORMATION--Continued

III-6. Operations on live swine--Report the revenue and related cost information requested below on the live swine operations of your U.S. establishment(s).¹ Provide data for your three most recently completed fiscal years in chronological order from left to right.

(Quantity in number of head, value in \$1,000s)			
Item	Fiscal years ended--		
	_____	_____	_____
Net sales quantities: ²			
Feeder pigs: Early weaned or less than 15 lbs.			
Feeder pigs: 15 lbs. to less than 50 lbs.			
Feeder pigs: 50 lbs. to less than 110 lbs.			
Market hogs ready for slaughter			
Other hogs (culls; slow grows; sows and boars for slaughter or breeding stock)			
Total			
Net sales values: ²			
Feeder pigs: Early weaned or less than 15 lbs.			
Feeder pigs: 15 lbs. to less than 50 lbs.			
Feeder pigs: 50 lbs. to less than 100 lbs.			
Market hogs ready for slaughter			
Other hogs (culls; slow grows; sows and boars for slaughter or breeding stock)			
Total			
Operating expenses:³			
Cost of purchasing pigs:			
Feeder pigs: Early weaned or less than 15 lbs.			
Feeder pigs: 15 lbs. to less than 50 lbs.			
Feeder pigs: 50 lbs. to less than 100 lbs.			
Total			
Feed costs			
Housing, fencing, and feeders ⁴			
Breeding expenses (Replacement gilts & boars, artificial insemination, and other supplies)			
Vaccination, medication and other medical costs			
Sanitation, pest control, and waste and carcass disposal costs ⁵			
Land rent and/or mortgage payments			
Labor			
Utilities (Electric, Gas, Telephone, etc.)			
Insurance			

PART III.--FINANCIAL INFORMATION--ContinuedIII-6. Operations on live swine-continued.

Interest ⁶			
Depreciation			
Transportation to processors			
Marketing fees and expenses			
All other expenses			
Total operating expenses			
Net income or (loss) before income taxes			
Other items:			
Annual capital expenditures			
Total assets			
¹ Include only sales (whether domestic or export) and costs related to your U.S. farming operations. ² Less discounts, returns, allowances, and freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire. ³ Operating expenses related to live swine only. ⁴ Including repairs and other expenses, not capital expenditures. Asset purchases and other capital expenditures that will be depreciated should be listed under "annual capital expenditures" below. ⁵ Net of any revenue from waste sold as fertilizer. ⁶ Excluding mortgage interest, which should be included under "land rent and/or mortgage payments".			

PART IV.--PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Brad Gehrke (202-205-3329) or Catherine DeFilippo (202-205-3253).

IV-1. Who should be contacted regarding the requested pricing and related information?

Company contact: _____

Name and title

Phone No.

E-mail address

Section IV-A.--PRICE RELATED QUESTIONS

IV-A-1 What is the geographic market area in the United States served by your firm's live swine?

_____ Northeast _____ Mid-Atlantic _____ Midwest _____ Southeast

_____ Southwest _____ Rocky Mountains _____ West Coast _____ Northwest

_____ National _____ Other (describe) _____

IV-A-2 How has the demand within the United States (and outside the United States if known) for live swine changed since January 1, 2001? What principal factors affect changes in demand?

_____ Increased _____ Unchanged _____ Decreased

IV-A-3 Is live swine produced in the United States and in Canada interchangeable (i.e., can they physically be used in the same applications)? Please indicate below by checking the appropriate box.

☐ Always ☐ Frequently ☐ Sometimes ☐ Never ☐ No familiarity

If you answered that the products are *sometimes or never* interchangeable, please explain the factors that limit or preclude interchangeable use.

PART IV.--PRICING AND RELATED INFORMATION

Section IV-A.--PRICE RELATED QUESTIONS—Continued

IV-A-4 Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between live swine produced in the United States and in Canada a significant factor in your firm's sales of the product? Please indicate below by checking the appropriate box.

☐ Always ☐ Frequently ☐ Sometimes ☐ Never ☐ No familiarity

If you answered that factors other than price are *always or frequently* a significant factor in your firm's sales of live swine, please identify the factors and report the advantages or disadvantages imparted by such factors:

PART IV.--PRICING AND RELATED INFORMATION--Continued**Section IV-B--CUSTOMER IDENTIFICATION**

Please identify below the names and addresses of your firm's 10 largest customers for live swine during 2001-2003. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total shipments of live swine that each of these customers accounted for in 2003.

No.	Customer's name	Street address (not P.O. box), state, and zip code	Contact person	Area code and telephone number	Share of 2003 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					

PART IV.--PRICING AND RELATED INFORMATION--Continued**Section IV-C.--COMPETITION FROM IMPORTS--LOST REVENUES**

THIS SECTION IS TO BE COMPLETED ONLY BY NON-PETITIONERS. (Note: petitioners may provide allegations involving quotes made AFTER the filing of the petition.)

Since January 1, 2001: To avoid losing sales to competitors selling live swine from Canada, did your firm:

Reduce prices ☐ Yes ☐ No

Roll back announced price increases ☐ Yes ☐ No

If yes, please furnish as much of the following information as possible for each affected transaction. Document such allegations of lost revenues whenever possible (documentation could include copies of invoices, sales reports, or letters from customers). **Please note that the Commission may contact the firms named to verify the allegations reported.**

Customer name, contact person, phone and fax numbers

Specific product(s) involved

Date of your initial price quotation

Quantity involved

Your initial **rejected** price quotation (total delivered value)

Your **accepted** price quotation (total delivered value)

The country of origin of the competing imported product

The competing price quotation of the imported product (total delivered value)

Customer name, contact person, phone and fax numbers	Product	Date of quote	Quantity (head)	Initial rejected U.S. price (total value-- dollars)	Accepted U.S. price (total value-- dollars)	Country of origin	Competing import price (total value-- dollars)

PART IV.--PRICING AND RELATED INFORMATION--Continued**Section IV-D.--COMPETITION FROM IMPORTS--LOST SALES**

THIS SECTION IS TO BE COMPLETED ONLY BY NON-PETITIONERS. (Note: petitioners may provide allegations involving quotes made AFTER the filing of the petition.)

Since January 1, 2001: Did your firm lose sales of live swine to imports of these products from Canada?

☐ Yes ☐ No

If yes, please furnish as much of the following information as possible for each affected transaction. Document such allegations of lost sales whenever possible (documentation could include copies of invoices, sales reports, or letters from customers). **Please note that the Commission may contact the firms named to verify the allegations reported.**

Customer name, contact person, phone and fax numbers

Specific product(s) involved

Date of your price quotation

Quantity involved

Your rejected price quotation (total delivered value)

The country of origin of the competing imported product

The accepted price quotation of the imported product (total delivered value)

Customer name, contact person, phone and fax numbers	Product	Date of quote	Quantity (head)	Rejected U.S. price (total value-- dollars)	Country of origin	Accepted import price (total value-- dollars)